
Procurement News – Near and FAR

Winter 2002

Introduction

Welcome to the Winter 2002 edition of Treasury's Procurement News - Near and **FAR**.

This issue highlights Competitive Sourcing; some touching and technical information from our Small Business Development Office; EC updates; and an interesting article about the purchase card and September 11.

Don't miss the announcement for the 2002 Treasury Procurement Conference, March 26-27. (page 11).

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THE DIRECTOR'S CORNER



By Corey Rindner,
Procurement Executive

The Bush Administration has identified “Competitive Sourcing” as one of five management goals. Competitive Sourcing is an examination of commercial activities to determine the most cost effective and efficient method of obtaining these services. Office of Management and Budget (OMB) Circular A-76 provides guidance on how to conduct public/private competitions. The Administration wants to drive the “make or buy” comparison process through the use of competition goals. A total of 15% of Agency full time commercial function equivalents must be competed by the end of FY 2003.

The Competitive Sourcing process offers opportunities for GS 1102 Contracting Professionals to provide business advice. Contracting Professionals can develop a performance based statement of work, perform market research, develop acquisition strategies, craft creative business arrangements, prevent conflicts of interest, conduct competitions, and administer the resulting arrangements. During the entire process, acquisition of training and consulting

services can assist the agency in successfully implementing a Competitive Sourcing strategy.

Competitive Sourcing starts with requirement definition. An effective means of defining a commercial activity is a performance-based statement of work. Assisting customers in implementing performance-based contracting must be a core competency of the GS 1102.

Once the requirements are defined, analyze the market and identify potential sources. Market research should identify potential competitors, market terms and conditions, and pricing drivers. Commercial activities should be procured as commercial services, so knowledge of the commercial marketplace is crucial.

The Contracting Professional can offer an acquisition strategy. Should the acquisition be lowest priced, technically acceptable or best value? Should a procurement preference such as the 8(a) program be used? Should the acquisition strategy include contract type and potential incentive arrangements?

The Competitive Sourcing process offers opportunities for creative business arrangements. These opportunities range from the development of employee owned corporations to arrangements that incentivize soft landings for displaced government employees.

Conflict of interest should be prevented. Personnel preparing the performance work statement should not prepare the government's bid. Government personnel on the source selection panel should not be those who stand to lose their jobs if the government bid loses, since they cannot be objective. Procurement integrity rules require that personnel on the evaluation team not discuss employment opportunities with bidding contractors.

Once a team is selected, contract administration plays an important role in program success. Transition issues need to be monitored. Changes should be documented regardless of whether a contractor or the government performs.

Government Contracting Professionals need to become more expert in the Competitive Sourcing process. The Contracting Professional has an important role to play.

OFFICE OF SMALL BUSINESS DEVELOPMENT

Treasury's Office of Small Business Development: "High-Tech/High-Touch"

by Dan Sturdivant

Government and private industry alike have discovered that the use of technology is the most advantageous and effective way of doing business with its customers, both internally and externally. It is faster, cheaper and less labor intensive than the traditional methods of the past.

While, for the most part, the technology aspect is a very good thing...you can't shake hands with e-mails, talk one-on-one with a fax, or be personable with a voice mail! It's true that technology certainly has its place. However, the human element of customer contact should not become a "lost art", and meeting the customer face-to-face should not become "ancient history"! That's why we here in Treasury's Office of Small Business Development have perfected the 21st century art of "High-Tech/High-Touch" with the small (i.e. those owned by minorities, women, veterans, service disabled veterans, and those located in historically underutilized business zones) business community!

What exactly is "High-Tech/High-Touch" you might ask, and how are we able to use it so effectively? "High-Tech/High-Touch" is merely the ability to utilize the ever-present tools of technology, while maintaining the human element of customer contact.

For example:

"High-Tech"

Prepare and publish Treasury's small business marketing publications by October 1, each year on our web-site at www.treas.gov/sba, which includes the Forecast of Contract Opportunities,

Subcontracting Opportunities Directory, and Top 25 Historical Data Report.

“High-Touch”

Teaching seminars and doing one-on-one counseling sessions with the small business community, nation wide, on how to do business with the Department of the Treasury, utilizing the Treasury hardcopy marketing publications.

“High-Tech”

Monthly Vendor Outreach Session appointments are handled via e-mail request: The small business vendor sends an e-mail to Treasury’s Office of Small Business Development (after reviewing the Forecast, via the web-site) identifying which bureaus they wish to meet with, in order of preference. A maximum of 5 appointments per session per company is allowed. Once the appointments have been scheduled, the vendor receives a written confirmation via e-mail.

“High-Touch”

The prearranged 15 minute outreach sessions with either Treasury bureau Small Business Specialists (regularly), Treasury “IT” Program Managers (semi-annually) or Treasury Prime Contractors (also semi-annually) provides the small business community an opportunity to discuss, face-to-face their capabilities and to learn of potential future procurement opportunities.

“High-Tech”

Vendors may register electronically for the Government-wide OSDBU Directors conference, and annual event held in Upper Marlboro, Maryland. (Note: Treasury takes the lead on this conference in our capacity as Chair of the OSDBU Directors Interagency Council Outreach Committee).

“High-Touch”

The business community may meet, in person, with over 40 Government agencies and 20 prime contractors.

“High-Tech”

Treasury’s bureaus make a special effort to report procurement data via TADS, with special reports designed to capture small business accomplishments.

“High-Touch”

Following the April OSDBU Directors event, our office hosts an annual Small Business Awards ceremony, which is based in large part on these accomplishments. These awards target Treasury’s Program Managers, (bureau) Small Business Advocate, BCPO’s, Large Business Prime Contractor of the year, Small Business of the year, and Senior Management Support, among others!

As one can plainly see, we have mastered the combination of utilizing the tools of technology along with the time-honored approach of the face-to-face, the handshake, and a smile! We at Treasury consider ourselves ambassadors to the small business community at large, and we’re always open for business!



ELECTRONIC COMMERCE NEWS

by Richard Miller

Electronic Commerce Update Bursts!

by Richard Miller

Coming: The Central Contractor Registration (CCR) System becomes mandatory for Treasury vendor registration on the department-wide implementation data of May 1, 2002!

Fact: Treasury is the first federal agency to adopt CCR using CCR Tools, the Web browser approach, so extensively.

Surprise: Per data collection for CCR, Treasury-wide we have fewer than 26,000 different vendors in our databases.

Finally: Revisions to Treasury Procurement Section 508 (IT accessibility) guidance are reaching bureaus for comment.

Alone Not Lonely: FedBizOpps is the *only* means for global posting of federal synopses and solicitations...CBD and CBDNet ceased existence early January.

No Pain, No Gain: In order to become more efficient and less painful to users, the FedBizOpps Project Team at GSA is adopting a formal Application Development Life Cycle approach to FBO enhancements. Manual changes, field testing, training, etc., will accompany new version releases every several months. (System corrections to existing FBO business rules will continue to be done on a priority basis between version releases.)

618 Days Left: The Government Paperwork Elimination Act (GPEA) requires that federal agencies must be prepared to conduct business with the public (including contractors) 100% electronically by October 21, 2003...will you be ready?

Your DNA or Digital Certificates: One or the other is going to have to be used to uniquely "sign" your electronic contract awards for GPEA...so far, digital certificates are only slightly ahead of DNA in serving this purpose! You might want to check with your OCIO on when, how, where digital certs will be made available to you to satisfy GPEA.

Glass Houses & Throwing Stones: Before you get huffy with your CIO about digital certs, where does your COTS contract writing system vendor stand in PKI-enabling *your* system so that you can even use the certs?

Questions, comments, complaints?

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Knowledge Management for Procurement?

by Richard Miller

Knowledge Management, or KM, echoes off the walls of every electronic commerce meeting, conference, seminar, forum, and expo. Knowledge Management Officers (KMO's) even populate executive levels in some organizations now! So, what is this new technological term?

Let me state it simply without loss of any of its meaning: it is managing knowledge. Facetious? No! KM is that simple. Think of it this way: you, as an individual, manage "knowledge" daily in order to just function, whether personally or professionally. Your conscious life, especially your professional life (usually we're conscious) consists of continuous automatic processing of data bits into relationships to create information that is then processed and tested against reality to produce knowledge. Every part of your being uses this knowledge to get through the day...commuting, dealing with colleagues, learning more about your profession, problem-solving, negotiating, decision-making. Your brain manages the knowledge to the benefit of all dimensions of your life: financial, social, spiritual, physical, etc. It uses the knowledge to take care of all needs of your person. All of your pertinent knowledge is brought to bear on any particular matter as you need it. Really simple!

Now, KM is simply the term applied to exactly this same concept, except by analogy, the player is not you but an organization...so we've moved from organism to organization...no big leap...or is it? Does an organization effectively bring to bear on a matter all of its pertinent information on a moment's notice, like you do? Not hardly! Yet, this is the goal of organizational KM. In order to achieve this, every aspect of the collective knowledge of the organization, both *explicit* as in its papers, project designs, policies, procedures, etc., and *tacit*, the personal "know-how," "tricks of the trade," members' intuition, etc., would have to be readily available to address any matter by any member. Especially with large organizations, this can be quite difficult to accomplish.

Organizations are often "vertical" forms, such as the Treasury Department itself, with many disciplines and business lines within them, adding the challenge of diversity and breadth to the KM goal.

But, instead of a vertical organization, consider a group or profession of a "horizontal" nature that cuts across one or more traditional organizations to connect a "community of interest." Such is the federal procurement community. Now KM becomes easier to accomplish. You have a focused group whose interest and desired knowledge is anything relating to federal procurement. The community is tens of thousands strong stretched globally through over 100 major federal "vertical" organizations.

What technology has more recently contributed to KM feasibility are systems and applications that can more readily capture, organize, categorize, and redistribute essential knowledge on a topic more quickly, efficiently and effectively. For example, through a Web KM portal, it can provide one click access to thousands of pages of procurement resource materials. Likewise, through chat rooms, online discussions on specific topics (threaded discussions), Web conferencing, Web-cast training, search engines, etc., one is able to access numerous procurement experts to obtain knowledge as well.

The technology exists to deploy KM for the procurement profession so as to revolutionize the profession, instituting dramatic changes to how, when, what procurement knowledge is available to the front line specialist. Further, since industry has embraced KM so eagerly because of its benefits, the technology to support KM enhances continuously.

However, it is a proven fact that technology is not essential to KM success. What is essential is that participants value the creation, capture and application of shared knowledge. The "technology" involved need be nothing more than a paper book of best practices contributed to and shared by all that is regularly updated and distributed...such as one highly successful hotel chain uses.

So, how do we obtain KM for the federal procurement community? As usual, we have to plan for such a project programmatically and financially, budgeting two to three years in advance. However, the biggest challenge to KM is always *cultural*, that is, changing the mindsets of tens of thousands of federal procurement professionals and

their management chains to value knowledge sharing as a primary goal. From the procurement technician to the Office of Federal Procurement Policy, all must value, practice and reward knowledge sharing. A primary daily objective must be a personal response to the question: "Who else can benefit from what I've learned or accomplished today?" We are not steeped in this perspective. We work in "stovepipe" organizations across the government that on a daily basis needlessly duplicated each other's efforts across hundreds of agencies. The cultural change must begin now, for it will take longer than the adoption of the KM technology.

What can we do? Each of us can advocate for KM and promote its principles within our organizations, and practice the principles daily. We can all promote formal adoption of KM by our organizations.

Questions, comments, complaints?

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A REVERSE AUCTION TWIST

by Geoff Gauger



Leonardo DaVinci once said this about inventions - "Human subtlety will never devise an invention more beautiful, more simple or more direct than does Nature, because in her inventions, nothing is lacking and nothing is superfluous." In the nothing lacking department of a recently invented reverse auctioning marketplace, FedBid.com has come on the market with a web-based pricing tool designed specifically to aid procurement professionals with managing an ever-increasing workload by automating the communication and competition aspects of the procurement process.

While there are many enablers that are offering reverse auctions as a pricing tool today, FedBid.com offers something a little different. One of the strengths of this recent arrival to the marketplace lies in the way their service is priced.

Fees for using this enabler's solution, ranging from 1% to 3%, are paid for by the successful offeror not the agency conducting the auction. This means there are no separate fees to pay when seeking to save taxpayers' money through the reverse auction process

Another strength of FedBid's model is the buyer can select the category of vendor they want to include in the competition. For example, competition can be confined to small businesses, woman owned businesses, or small disadvantaged businesses, or a combination thereof. FedBid will also take suppliers from a customer's current vendor pool, sign them up and allow them to participate in the competition. In a recently conducted reverse auction, the Financial Crimes Enforcement Network (FINCEN), a Treasury Bureau, was able to obtain multiple bids from numerous small businesses for Dell computer equipment while delivering lower prices..

Another strength of the FedBid solution is in the small dollar amounts that they are willing to work with. FedBid has successfully subjected as little as a single \$5,000 Infocus projector to their reverse auction model. Upon the auction's completion, the Department of the Interior paid only \$3,257 for the projector, a 35% savings. FedBid.com also conducts larger-dollar reverse auctions for Federal agencies, such as a recent deal for \$500,000 worth of Compaq Servers. However, the real value of the application is found in its ease-of-use, communication speed, and compliance to the rules, regulations and laws governing government purchasing.

Several Federal agencies, including the FINCEN, the US Mint and the IRS have used reverse auctions to:

- a) reduce the direct cost of goods purchased,
- b) increase small business participation, and
- c) streamline administrative procurement efforts.

FedBid.com's application service provider (ASP) model requires that buyers and suppliers only have Internet access and a browser to participate. The price structure is designed to create an open, competitive environment, with no costs being borne

by the suppliers to register. According to FedBid, the only costs to conduct a reverse auction using their application are a transactional fee paid by the successful vendor upon being awarded an order.

If you would like more information on reverse auctioning or FedBid.com, you may call or e-mail Geoff Gauger of the Office of Procurement at (202) 622-0202 or geoff.gauger@do.treas.gov, respectively.

FROM THE PROFESSOR'S DESK

HOW I BECAME A FELLOW!

by Ronne A. Rogin



It's true – despite the Human Genome project and Gregor Mendel's research on heredity, in December, I became a Fellow. There was no surgery involved and my outward appearance is unchanged. How is this possible? Well, I was awarded the status of National Contract Management Association (NCMA) Fellow. I have to say I am very proud of this accomplishment, and I'd like to share how I got there.

In 1986, I joined NCMA and went to my first conference. Among all the flyers for training and the magazines was a flyer on becoming a Certified Professional Contracts Manager (CPCM) and/or a Certified Associate Contracts Manager (CACM). I picked up one of those flyers and thought that would really be a great thing to do – but I never pursued it. I kept the flyer on my desk for 14 years!

Once I arrived in the Office of Procurement in 1999, I received lots of encouragement from the Procurement Executive to “get published,” and to take on some speaking engagements. As a former teacher, I found those engagements to be exhilarating! I also applied for and was selected for

a part-time teaching position at the University of Virginia in Falls Church.

In the fall of 2000, I pulled out my trusty flyer on NCMA certification, blew the dust off, and checked out the requirements. I went to the NCMA web site and got more current information, saw the exam schedule and study requirements and decided to prepare to take the exam this past May. Mary Lou Alderman, the editor of this newsletter, encouraged me to see if I qualified to apply for the NCMA Fellow award. While on the NCMA web site, I printed off the requirements for that award, and kept them on my desk for months. I participated in a 10-week study group sponsored by NCMA to prepare for the CPCM exam.

I mentioned this certification program to my students at UVA and one of them decided to take the exam, too. Imagine my surprise when I saw him upon my arrival at the first session! Well, the pressure was on! There was no way I was going to fail that test, risking that my own student might pass! We decided to work together in a smaller independent study group. And we all passed the exam – thank heavens!

The way one qualifies for the Fellow award is by accumulating points in different areas. Those areas include education, the length of time one has been a member of NCMA, speaking engagements (especially at NCMA functions), service to NCMA, having articles published, becoming a CPCM or CACM, and by receiving a national award of some type. Each area has a cap for the maximum number of points that can be earned, so there's no way to qualify by excelling in only a couple of different areas.

Things really fell into place for me. By last April, I had 15 years of membership in NCMA; I passed the CPCM exam in May; and I was able to pull together the 14 points needed to apply for the Fellow award. The application laid out each accomplishment and was tabbed for the ease of the reviewing panel. And when the panel met in early December, I became a Fellow! (Please don't mention this to my family---they would not understand.)

CARD SERVICES

CITIBANK AND U.S. CUSTOMS SERVICE WORK THROUGH CRISIS

The tragic events of September 11 forced us to change the way we live and to look for new ways to accomplish the Treasury mission. Along with our business partners at Citibank, the U.S. Customs Service was able to meet their requirement to continue work even at a time when their physical surroundings were destroyed. For the rest of this story see the article, "United We Stand", on page four of the Citibank Government Card Services newsletter.

<http://www.citibank.com/e-business/homepage/citimanager/gcshome.htm>
(Select "Government Services" newsletters and Fall 2001.)

Purchase Card Training

Do you need a training program for your cardholders? Are you revising your purchase cardholder training or policy document? Check out the GSA web site for a good basic training product. Go to www.fss.gsa.gov/services/gsa-smartpay. Look under Index for the GSA SmartPay Web-based Training, Purchase Card Program. It will need some augmentation to cover DTAR, Small Business and environmental issues, but it's a GREAT place to start.

WHAT'S UP IN THE BUREAUS

Customs Seized Property Goes Live!

by Elizabeth Hinz
USCS

The Internet has become an increasingly popular avenue of commerce. One can purchase just about anything over the Internet. There are many advantages to shopping and selling on-line. An increased sales audience and decreased transaction costs are two elements that make this type of

commerce attractive to both buyer and seller, particularly when the product is specialized.

For instance, a seller with a chartreuse wool sweater with pink polka dots, size extra large, worn by Elvis Presley, is going to attract a select buyer. By advertising and conducting the sale over the Internet, the seller increases her chances of finding that special buyer. That special buyer is saved the time and expense of traveling far and wide for that special deal on that special sweater.

“Okay,” you may say, “What does Elvis’ sweater have to do with seized property?” Everything! Well, Customs may not have sold Elvis’ sweater (yet!), but we’ve sold just about everything else under the sun through our nationwide seized property contracts. And often times, those items we sell are unique or unusual, and appeal to a limited group of people.

In December 2001 and January 2002, the U.S. Customs Service, through its contract for seized real property management and disposition services with EG&G Technical Services, sold its first three properties over the Internet. Customs’ contractor advertised two parcels of vacant land and a single family home through a site called Bid4Assets. The first auction attracted 9,977 Internet “hits” (visits) for a land parcel, and the second auction attracted 13,476 hits for a single family home. The third auction, another land parcel, attracted a whopping 21,425 hits, and achieved a sale price approximately 60% higher than the Government expected to achieve! Through auctioning these properties over the Internet, Customs was able to reach a broad nationwide audience and achieve target sales prices by finding those special buyers.

Customs auction information can be found at: www.treas.gov/auctions/customs.

POC: Elizabeth M. Hinz, Contracting Officer, 202-927-1129

DEPARTMENTAL OFFICES

Procurement Services Division

The International Programs Branch

by Steve Gordon
Procurement Services Division

The International Programs Branch is one of three branches of the Procurement Services Division (PSD) within Departmental Offices. The mission of the International Programs Branch is to provide superior procurement services and support to its customer, the Office of Technical Assistance (OTA).

Background

The Office of Technical Assistance provides expert advisors to countries in the areas of specific U.S. Treasury Department expertise in an effort to help countries achieve goals that are key to their macroeconomic stabilization and structural reform.

OTA is structured to provide advisors within five core areas of assistance: budget policy and management (Budget); financial institutions policy and regulation (FIT); government debt issuance and management (GDIM); tax policy and administration (Tax); and financial crimes enforcement policy and administration (Enforcement). Three different types of advisors are hired: long-term (resident); as-needed (intermittent); and state-side.

What is the role of the International Programs Branch?

The International Programs Branch awards procurements that are known as “personal service contracts (PSCs).” A personal service contract permits the day to day supervision of a contractor in an employee/employer relationship, as opposed to a typical “service contract,” in which the Government specifies tasks to be performed. PSCs are typically forbidden by the Federal Acquisition Regulations (FAR), unless authorized by legislation. In this case, the procurements are authorized under the Foreign Assistance Act and the Support of Eastern European Democracy Act.

The International Programs Branch is structured such that there is one contracting officer assigned to each of the five core areas of assistance. The job of the Contracting Officer is a challenging one because no formal regulations and contracting procedures are spelled out in the FAR, or in the Department of Treasury Acquisition Regulations (DTAR). As such, the Contracting Officers reference procedures

and guidelines spelled out in Agency for International Development Acquisition Regulations (AIDAR). In many ways, the role of the Contracting Officer changes from an acquisition specialist to a human resources specialist, but the AIDAR provides structure in allowing good contracting practices to be maintained. The International Programs Branch and OTA have formed an Integrated Product Team in an effort to formulate standardized guidelines and procedures to be used in executing the contract actions.

In addition to the PSC's, the International Programs Branch is also responsible for the execution of international logistics support contracts. These support contracts provide the necessary logistical efforts associated with placing an advisor overseas under a PSC. These contracts provide for such requirements as housing, furnishings, office equipment and supplies, transportation, and conference coordination.

TRAINING AND CAREER DEVELOPMENT

Dun & Bradstreet Classes

*by Dawn DiGiorgio
Mint Office of Procurement*

Have you ever wondered what the information in Dun & Bradstreet (D&B) reports really means? Do the reports look foreign to you? Mint Procurement had the opportunity to attend a free training class provided by Dun & Bradstreet on November 14th. The class focused on reading the often complicated, sometimes intimidating, Dun & Bradstreet reports. Dun & Bradstreet reviewed the process by which Procurement should make determinations and explained how sound financial assessments can be made.

The class was advantageous and the feedback was very positive. The consensus was that the information was instructive, and beneficial to Procurement activities. Dun & Bradstreet was able to accommodate everyone's busy schedule by

providing four classes throughout the day. The classes were interactive and there were some excellent questions raised and answered.

Performance Based Contracting Class Offered

The Treasury Acquisition Institute (TAI) and the Department of the Treasury are pleased to offer a seminar on: Performance Based Contracting.

This one-day seminar is open to all Treasury Department employees, and highly recommended for program managers and COTRs. Attendees will (1) gain insight into performance-based contracting; (2) learn current best practices during all phases of an acquisition; and (3) obtain practical knowledge about various types of incentives that can be used. Presentations will be made by both federal employees and private sector representatives.

Date: March 21, 2002

Place: TAI

Time: 8:00 a.m. - 4:00 p.m.

To Register: send an email to sylvia.ball@irs.gov or call on 202/283-1675.

Meet Our Interns

ALLOW ME TO INTRODUCE MYSELF...

I am Stephanie Bracey, an intern with the Department of the Treasury. I attended T.C. Williams High School in Alexandria, Virginia, and am a San Diego State University graduate, with a degree in Public Relations. While in college I became a member of Alpha Kappa Alpha Sorority. Not wanting to leave the sun of California, but missing the closeness of family, I returned to the Washington metropolitan area in the late 1980's.

My career path directed me into the sales and marketing arena. I quickly became an expert in fine wines and gourmet beers while working at VA Imports, and soon after developed skills in the food industry from one of the leading food distributors in the area. Using the people and coordination skills I

acquired from my previous jobs, my career expanded into Program Coordinator for the Institute for Youth Development and within two years lead to a promotion as an event planner. As an event planner, I enjoyed working with vendors and negotiating contracts.

I have been a Treasury Procurement Intern since September 2000, and have enjoyed my rotational assignments. Since September 2000, I have obtained training from the Procurement Service Division in Departmental Offices, Office of the Comptroller of the Currency, Internal Revenue Service, and I am currently in a rotation at the Bureau of Engraving and Printing. I have met many wonderful and helpful people and learned so much in a short period of time. I am looking forward to learning all that contracting has to offer.

What an Opportunity!

PEOPLE IN THE NEWS

Once again Departmental Offices has raided the U.S. Mint and lured one of our finest into their ensemble. The most recent individual to succumb to the DO's charm is **Jan Visintainer**, formerly the Mint's Deputy Assistant Director for Procurement. Jan came to the Mint in 1999 and first performed successfully as the Chief of Numismatic Procurement before accepting the duties of the Deputy a year ago. All kidding aside, the Mint congratulates Jan Visintainer on her selection as a

Procurement Analyst and wishes her much success. Our loss – Your Gain!
And the rest of the story.....

The Treasury Office of Procurement is very happy to welcome **Ms. Jan Visintainer** to its ranks. Jan brings with her experience in both the private and public sector as well as outstanding academic and professional credentials.

BCPO's Marion Palaza, Madelene Weinberger, and Gregg Doyle have all recently moved to other employment. Fortunately, all remain Treasury employees. Marion is working as a program manager in the D.C. Pensions Program; Madelene is the Chief of the Pricing Division at IRS; and Gregg was recently selected for the SES as the Deputy Director of Procurement at IRS.

Wishes for a speedy recovery go to **Joan Tuenge**, Office of Procurement, and **Jeff Rosenfeld** at Secret Service.

VACANCY ANNOUNCEMENTS

For current Treasury procurement vacancy announcements, visit

<http://www.usajobs.opm.gov/a9trecon.htm>

Bulletin Board

Upcoming important events:

The 2nd Annual Federal Acquisition Conference and Exhibition

April 30-May 1 in Washington DC

May 14-15 in Dallas, TX

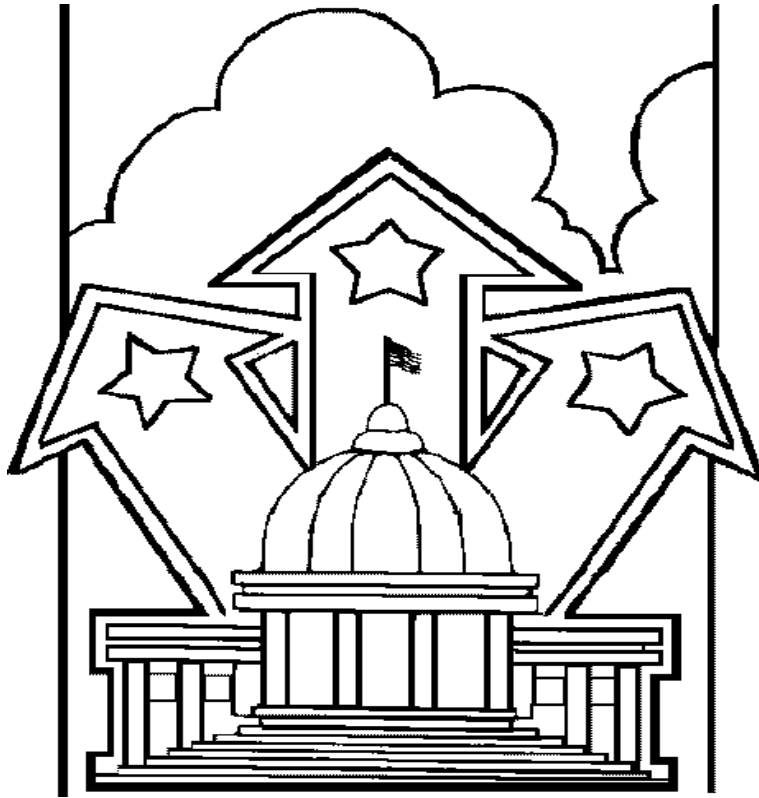
Register online at: <https://www.fac2002.com/index.asp>

Office of Federal Procurement Policy and the Procurement Executives Council Conference on Competitive Sourcing

March 12-13 (no cost)

Department of Interior Main Auditorium

Register online with Pat Smith at: pat.smith@gsa.gov



TREASURY DEPARTMENT PROCUREMENT CONFERENCE

DIRECTIONS 2002

March 26 and 27 at the U.S. Mint

**REGISTRATION FORMS HAVE BEEN DISTRIBUTED TO ALL BCPO'S.
WE HAVE A GREAT AGENDA – CHECK THE OP WEB SITE!!**

<http://www.treas.gov/procurement/>